

**Fort Detrick Gateways Enhanced Use Lease (EUL)
Questions and Answers – Updated May 3, 2007**

No.	Question & Answer		Pre- / Post-IF	Category
1.	Q:	Do you have specific tenants and area requirements identified for both the lab and admin components of the development?	Pre-IF	Development Requirement / Tenants
	A:	No. We expect the selected developer to identify tenants and negotiate their own terms. We will provide any information to assist as much as possible the selected developer to ensure project success but can not guarantee any tenants. Any area requirements will have to be in accordance with the current installation master plan.		
2.	Q:	The 24-acre site is geographically separated; one site is 20 acres and borders Opposumtown Pike and the other is near Housing and a water tower. The 20 acre site would hold the Hotel Conference center, which we would expect would consume 15 of the 20 available acres. Is there a chance this 20 acres could be expanded to the west and south? The Hotel Conference Center will take a very large chunk of this 20-acre site. Similarly, the 4 -acre site is fairly long and narrow. There appears to be additional acreage available to the east, maybe an additional 5-7 acres. Could this acreage be made available? Thanks very much for your consideration.	Pre-IF	Development Requirement / Available Land
	A:	In general, the land available for the EUL site will not change unless it is +/- 1 acre. Additional information will be available at the industry forum.		
3.	Q:	Will presentations be available in electronic form? Will you post list of attendees and, if so, when?	Industry Forum	Additional Information
	A:	The answer is yes, the presentation materials and list of attendees will be posted on the website by April 5, 2007. The questions and answers should be posted to the website on April 13th. Other materials, including the final NOL, are going to be posted by mid-April 2007.		

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4.	Q: What master plan does the installation have over the next three to four years to change, renovate or build any Distinguished Officer Quarters on the installation?	Industry Forum	Additional Information
	A: Distinguished Visitor Quarters (a.k.a. “DVQ”) are those quarters for temporary visits of senior general or flag officers. We have no plans at this time to build any of those types of quarters on Fort Detrick.		
5.	Q: Can copies of the Fort Detrick master plan or marketing plan as mentioned in the presentation be provided?	Industry Forum	Additional Information
	A: The marketing plan has been previously done by a consultant; we will provide it to the selected developer at a later date. In addition, if you refer to the handouts (industry forum presentation materials), slide 77, for instance, does provide the concept of the future master planning of the National Interagency Bio-defense Campus (NIBC) area. And where we show the concept of Phase 4 NIBC Master Plan, which includes the Gateway Center site and annotations of “FP” on certain buildings in these plans, the “FP” means future partners. Those future partners have not been identified. In the development of the master plan of the campus area, we endeavored to make buildable parcels of land as new requirements for partnerships come in. We ask that offerors be more specific about what parts of the master plan they are interested in reviewing because there are several different components of the master plan. We want to provide the right information so that it is useful to you; but, we do not want to hand to you a book full of things to look through.		
6.	Q: The next question actually intimated that the Colonel mentioned five key Army goals that we’re not sure where that information came from, but we will ask the Colonel to reiterate	Industry	Additional

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	<p>her objectives and mission for the EUL project.</p> <p>A: For Site #1, which is the Gateway Center site, our goals are for you to provide access and accommodations to service the needs of both inside the perimeter fencing of the National Interagency Bio-defense Campus and for the rest of the population and visitors to Fort Detrick of those amenities. We are seeking the creative development of what that Gateway Center can include. Many of the questions brought out today included things that we previously did not consider. But it will be an entry controlled point for entry in to the National Interagency Bio-defense Campus. Think of the Gateways Center site as the “gateway” into the National Interagency Bio-defense Campus, providing services to the population inside and outside that fencing area.</p> <p>Our goals for the second site, which is the hotel/conference center and admin/lab building facility area, are as follows. We do not foresee a hotel/conference center, and admin/lab facility as being one structure. We are familiar with mixed use and multi-use, but such a mix is somewhat diverse for our vision. Therefore, we are seeking at least two distinct buildings, one for the admin/lab facility, and the mix is up to market demand; the other building would be fore the hotel/conferencing center to meet the short-term requirement of Fort Detrick and the community as well as the conferencing requirement of Fort Detrick and the community.</p> <p>Also, the hotel/ conference center will provide an additional access control point into Fort Detrick through an interchange on Opposumtown Pike with a road that will lead to our new gate access farther into the development site.</p> <p>So that is the vision of those two sites as part of this EUL development opportunity.</p>	Forum	Information
7.	Q: Can you share with us what company produced the concept diagram on pages 20, 21 and	Industry	Additional

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		77, and whether there was an architect and/or engineering company involved in any part of it?	Forum	Information
	A:	Those diagrams were self-generated diagrams from our master planner, and they were again to designate placeholders in those areas, just to provide the concept of the two buildings and the one facility at the Gateway Center site. Our master planner is a registered architect who is not available for private contracting.		
8.	Q:	Who is on the Source Selection Board?	Industry Forum	Additional Information
	A:	That hasn't been determined yet.		
9.	Q:	Will all questions and answers be posted on the EUL website?	Industry Forum	Additional Information
	A:	Yes. The PowerPoint presentations you saw today, along with the attendance list, should be available on the EUL website within the next two days (by April 5th). The questions and answers should be available by the end of next week (by April 13th). There are some answers that may take longer than others to post, but we will update the website regularly with those answers.		
10.	Q:	Is it possible to obtain a copy of the videos that were shown as part of the bus tour?	Industry Forum	Additional Information / Bus Tour Videos
	A:	We showed the Frederick City video with the authority of Richard Griffin and the Department Economic Development of Frederick. We request that you contact his office to obtain additional copies of that video from the city. See the response to question #36 below for the city's contact information. For information on how to obtain the video on Fort Detrick, please see our EUL website on where you can obtain a copy of the video.		

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11.	Q: Are all environmental studies for both parcels complete? If so, are they available for review? If not, will they be available? Are they EBS's or EIS's?	Industry Forum	Additional Information / Environmental Studies
	A: There is a lot of environmental information currently that is available. Two environmental baseline surveys (EBS) have been completed, one of them for the southern portion of the Bio-defense Campus (NIBC) where the Gateway Center site is located, and the other one for the general area and the Nallin Farm House, near the hotel/conference center site. However, these documents are both dated. They were prepared in 2003 and 2004, and they are available at the following website http://eul.army.mil/DetrackGateways/documents.htm . In order to complete the real estate transaction, these two baseline surveys would probably have to be rolled up into one and freshened up to be part of the real estate package that would go forward. There are also remedial investigations for our restoration purposes that have been done. These properties are clean. There is no environmental contamination known to exist on these properties. There would also, as part of the transaction, have to be an environmental assessment performed. There have been many environmental assessments performed at Fort Detrick in the past, so all the information is available for the developer to then extract it and roll it up into an EA that is relevant for this project.		
12.	Q: Does the hotel/conference center site benefit from connection to secure compartmental information facility, or SCIF, standards, or perhaps the same for the administrative lab space?	Industry Forum	Development Requirements
	A: Offerors should perform their own market survey to determine what the market is for secure compartmental information facility (SCIF) space. The installation is certainly open to that capability, and we do have a couple of organizations on the installation that		

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	have secure facilities.		
13.	<p>Q: If a U.S. government agency that is in need of SCIF space was found as the tenant, could the administrative lab space building be moved back within Fort Detrick’s fence-line and appropriate blast standoff zone?</p> <p>A: When this question is asked, note that there are two parcels of land associated with this EUL opportunity. One parcel of land is 4-acres in size, within the installation’s boundaries/fence-line and referred to as the “Gateways” site. The other parcel entails the hotel/conference center site, which is made up of 20-acres of land. The hotel/conference center site is envisioned to be located outside of the installation’s fence-line. Therefore, as far as the development of SCIF space within those particular buildings and the necessary setbacks, the answer is going to be different depending on the type building, or the parcel of land you are talking about.</p> <p>If there is a market for SCIF space, we would expect a developer would be able to determine how to put that into the package if it is for the Gateways site.</p> <p>Specifically in reference to the hotel/conference center site, we are expecting that that is going to be a parcel of property that is accessible to the public. Therefore, the fence-line will be re-routed to allow open access to the site, which will increase the marketability of the property.</p> <p>Also, you need to understand that by re-routing the fence-line for the hotel/conference center site, we are trying to reduce the burden of antiterrorism force protection requirements on the developer of that property.</p>	Industry Forum	Development Requirements
14.	<p>Q: Previously, there was a research park EUL listed for Fort Detrick. Does the Gateway EUL encompass or include this research park now in the admin/laboratory component, or</p>	Industry	Development

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		is the research park a separate project in the future?	Forum	Requirements
	A:	This EUL does not include the previous parcel under consideration for a research park. Therefore, the Gateway EUL project only entails the hotel/conference center and an admin/lab building, and the Gateway Center site, as we discussed at this Industry Forum.		
15.	Q:	Is there any specific type of laboratory space being thought of as a minimum requirement?	Industry Forum	Development Requirements
	A:	No. We expect that the developer will determine what the market requires.		
16.	Q:	Are there any height restrictions for facilities built at Fort Detrick?	Industry Forum	Development Requirements
	A:	Currently, there are no height restrictions. However, we would say that each area would have certain requirements that we would request to be met. For instance, the Gateway Center site is part of the National Interagency Bio-defense Campus (NIBC), so we would ask that it be compatible with the development of that area. For the hotel/conference center site, we would ask that it be compatible with the local community. So it essentially must be in compliance with our master plan, which the land use is; it must be harmonious with the historic property (e.g., the Nallin Farm) adjacent to the hotel/conference center site; and lastly, for the hotel/conference center – lab/admin site, it must be compatible with the local community. So those are some of the key issues involved with the development.		
17.	Q:	There were several references to the need for a world-class hotel/conference center. Please define “world class” versus “first class.”	Industry Forum	Development Requirements
	A:	We currently have scientists and staff that attend conferences at worldwide conference locations. What we are expecting this hotel/conference center site to provide world-class,		

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		high technology, clear definition conferencing capability to host conferences similar to the ones our scientists and staff attend worldwide. We cannot place a definitive mark on what defines a “world class” versus a “first class” facility. But, we are seeking high-technology conferencing, interagency conferencing, the secure requirements conferencing (if the demand exists for it), to be able to host conferences that have a worldwide market demand.		
18.	Q:	Can housing be considered as part of the Gateway Center?	Industry Forum	Development Requirements
	A:	No, for the Gateway Center. We are not looking at that area to be a temporary lodging or any type of lodging facility, and that all lodging, temporary or otherwise, would be part of the hotel/conference center project.		
19.	Q:	Are there existing agreements or contracts in place that may restrict development on Site #1 (the Gateway Center Site)?	Industry Forum	Development Requirements
	A:	No.		
20.	Q:	Is there an inner fence-line that’s right around the biomedical (NIBC) facilities?	Industry Forum	Development Requirements
	A:	As you drove down Porter Street during the bus tour, you saw a black fencing around the site. All of the NIBC laboratories are contained within a perimeter fencing. All parking is outside of the fence-line, and the only vehicular traffic that enters the fence area is service vehicles. Therefore, the NIBC is surrounded by an interior perimeter fence within the installation. The Gateways Center site will be outside of that perimeter fencing.		
21.	Q:	Please elaborate upon the servicing area for the Gateway Center site.	Industry	Development

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	A: The Gateway Center site is to be located outside of the NIBC fence-line; therefore, it is envisioned that the servicing for the Gateway Center facilities would be done exterior to the NIBC fence-line so that the service companies do not have to go through the level of scrutiny and security that would be required for NIBC tenants.	Forum	Requirements
22.	Q: I was confused by your answer a minute ago when the question was asked about residential as being a potential part of the Gateway. You seemed to refer just to intransient housing or lodging, but I believe you were speaking about the idea of, for instance, of mixed-use. We may be referring to permanent housing. Is that something that you would consider?	Industry Forum	Development Requirements
	A: No. We are currently, under our privatized housing arrangements with GMH and all family housing on the installation is identified in the housing areas that we have under arrangements with GMH. Any permanent housing facilities within the Gateway Center is not a viable option, nor is it a viable option at the hotel/conference center and lab/admin facility site.		
23.	Q: Is GMH allowed to partner with offerors for this EUL opportunity?	Industry Forum	Development Requirements
	A: Yes.		
24.	Q: The other question I had concerning that site was the greenhouse areas that were somewhat adjacent to that (near the Gateway Center site). Are those expected to remain the same?	Industry Forum	Development Requirements
	A: Yes. That is part of our NIBC master plan. That 10-acres around the greenhouses are part of the Department of Agriculture's area of the NIBC Campus, and so those greenhouses would remain for the most part where they are.		

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25.	Q: Are they (the greenhouses) under the control of the Department of Agriculture?	Industry Forum	Development Requirements
	A: Yes, they (the greenhouses) are under the control of the Department of Agriculture.		
26.	Q: Are greenhouses permitted by Fort Detrick?	Industry Forum	Development Requirements
	A: Yes, greenhouses are permitted by the installation, but they are run by the Department of Agriculture.		
27.	Q: What will AAFES' role be in the project given that Site #1 (the Gateways Center site) is within the perimeter of Fort Detrick?	Industry Forum	Development Requirements/ AAFES
	A: There's new legislation that has been signed into law where AAFES has a right of first refusal to participate in EUL transactions, and the Army's policy associated with that legislation currently is being developed. What this would mean from your perspective is AAFES may be at the table. AAFES may affect the revenue sharing on our (the Army's) end, and they would have a right of first refusal for competing uses, such as retail at all installations. And, the impact is going to be determined as we move further into the negotiations stage. But the selected development team may want to coordinate with AAFES with respect to AAFES's role in the project.		
28.	Q: Has AAFES approved the concept of the retail for the retail Gateway Center?	Industry Forum	Development Requirements/ AAFES
	A: No. Based on the way the EUL program is structured, AAFES does not have to approve it. But again, they would have some participation on a retail piece.		
29.	Q: Does the ballpark on the conference center parcel need to be kept?	Industry Forum	Development Requirement / Available Land
	A: Yes. The ballpark is not included in the site for the hotel/conference center and admin/lab facilities. The ballpark is outside the 20-acres designated for the EUL		

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	development.		
30.	Q: What is the demand for hotel room nights generated by Fort Detrick under blanket sales contracts with Frederick-area hotels?	Industry Forum	Development Requirements / Market Demand
	A: Fort Detrick does not have any temporary lodging facilities of any type, nor does the installation have any blanket agreements with any of the hotels for a recurring number of hotel's rooms to support the installation's need. We have not calculated the annual demand for hotel rooms for the installation. But, as part of the materials available to you today, we have included a list of all the organizations that are at Fort Detrick. The requirements for these organizations can be determined through offerors' research by asking those organizations what their annual requirements are for hotel space, and so forth. Also, Fort Detrick uses many conferencing capabilities around the world to service our needs. But we do not have an agreement with any hotel at this time for a number of annual hotel rooms that we need. Information about Fort Detrick users' potential conference and hotel demand can be found at the following website: http://eul.army.mil/DetrackGateways/documents.htm .		
31.	Q: What is the demand level of conferences generated by Fort Detrick that are sent outside of the area as referred to today?	Industry Forum	Development Requirements / Market Demand
	A: We have a list of conferences that our agencies have said that they host or are interested in hosting. But we are also looking at the EUL hotel/conference center facility as a venue for those events. The EUL hotel/conference center facility should also attract demand from the local area that is in need of conferencing capabilities through its surrounding Federal agencies, state agencies, and local institutions that need such space. So, we will		

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	post what we have available with points of contact and also request that interested parties do market research to find out what other requirements would be in the area.		
32.	<p>Q: How can a hotel be developed with an \$87/night federal lodging per diem, which will not support the newly built hotel?</p> <p>A: The hotel is to serve the needs of the greater Frederick community, and we envision that the hotel and the conference center will actually serve the local populace at what the local rates will bear.</p>	Industry Forum	Development Requirements / Hotel Rates
33.	<p>Q: Will the project be expected to pay local property taxes?</p> <p>A: All the interested developers submitting a proposal should plan on a conservative approach to their financial projections by expecting to pay all of the taxes applicable to a project of this type. When we enter into the negotiation process during the business and lease plan development phase, we will further our negotiations with the developer and with the City and the County, and the taxes that will actually apply to the project will be determined, and the financial projections adjusted accordingly. But I would start with the conservative approach and factor all of them (taxes) into your analysis.</p>	Industry Forum	Development Requirements / Taxes
34.	<p>Q: Have any of the Federal agencies stated a need or desire to expand or locate at Fort Detrick?</p> <p>A: We have had and are in discussions with Federal agencies who are interested in developing a presence on Fort Detrick. But as you saw around the master plan of the Campus, we have identified space for “future partners”; however, we have not secured any relationship with any of them until we finalize the master planning of that area. And so, we are looking at not only Federal agency advancement in the Campus, but also for potential academic partners within the Campus or private industry partners within the</p>	Industry Forum	Development Requirements / Tenants

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	Campus area. So at this time, we have no known partnerships other than the ones we have listed, but we have been in discussions with various institutes and establishments who are expressing an interest to have a presence at Fort Detrick.		
35.	<p>Q: Are there any access restrictions at Fort Detrick of company types, composition, its ownership or workforce background restrictions?</p> <p>A: With respect to Site #1, the Gateway Center site, because it is inside the perimeter of Fort Detrick, tenants need to meet the access requirements of the installation. Therefore, that site would have restrictions on it on the tenant composition, and more importantly that it has to meet the mission of not only the installation, but it also would have to be compatible with the mission of the installation, the requirements associated with entering onto a DOD facility, and the requirements associated with being within close proximity to the NIBC Campus. So, tenant composition will be a more restrictive within the Gateway Center with respect to access requirements.</p> <p>With respect to Site #2, the hotel/conference center and lab/admin facility site, we are rerouting Fort Detrick's fence-line in order to preclude the site from having to adhere to the antiterrorism force protection (ATFP) requirements, and from having to have a restricted access into that area. Therefore, that site is less restrictive. However, the hotel/conference center and admin/lab facility site still needs to meet the good judgment of the installation to make sure there are no establishments that are going into those facilities that are not in line with the policies and procedures and ethics of the United State government, since the facilities will be located on government property.</p>	Industry Forum	Development Requirements / Tenants
36.	Q: Do the City and/or County have a list of prospective tenants that have shown an interest to be on Fort Detrick?		

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	A:	<p>Please contact the City and/or County for a response to this question. Their contact information is as follows:</p> <table><tr><td>The City of Frederick</td><td>Frederick County</td></tr><tr><td>Economic Development</td><td>Economic Development</td></tr><tr><td>101 North Court Street</td><td>5340A Spectrum Drive</td></tr><tr><td>Frederick, MD 21701</td><td>Frederick, MD 21703</td></tr><tr><td>301.600.6360</td><td>301.600.1058</td></tr><tr><td>www.cityoffrederick.com/ded</td><td>www.discoverfrederickmd.com</td></tr></table>	The City of Frederick	Frederick County	Economic Development	Economic Development	101 North Court Street	5340A Spectrum Drive	Frederick, MD 21701	Frederick, MD 21703	301.600.6360	301.600.1058	www.cityoffrederick.com/ded	www.discoverfrederickmd.com		Tenants
The City of Frederick	Frederick County															
Economic Development	Economic Development															
101 North Court Street	5340A Spectrum Drive															
Frederick, MD 21701	Frederick, MD 21703															
301.600.6360	301.600.1058															
www.cityoffrederick.com/ded	www.discoverfrederickmd.com															
37.	Q:	The Amber Road intersection is only part of the access to the hotel/conference center site. Are you concerned about traffic, because currently the intersection at Motter Avenue and Thomas Johnson, as well as the exit ramp at U.S. 15 North and Motter Avenue, has significant congestion? The backup on U.S. 15 North goes all the way to the ramp, often extending onto the shoulder of the highway for one-fourth of a mile or so.	Industry Forum	Development Requirement / Traffic/ Access / Circulation												
	A:	We advise the offerors to contact the City of Frederick to obtain the information about whether any upgrades are planned for that intersection. We understand that there is a plan to upgrade the intersection; however, the City should provide the details of when that intersection will be upgraded.														
38.	Q:	Will a traffic impact study suitable to Frederick County-City requirements be required for Opposumtown Pike and Ditto Avenue? If not, will they involve other roadways if such a study cannot be designed or accomplished by May 7th?	Industry Forum	Development Requirement / Traffic/ Access / Circulation												
	A:	The answer to that is yes.														

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		The development of the hotel/conference center site is within close proximity to the Opposumtown Pike, and thus, it will require traffic studies and coordination with the City and County for their impact. Offerors will need to meet City and County requirements of that development. However, we're not asking for that study to be performed by May 7th. The NOL is a "request for qualifications", rather than a "request for proposal" that requires responses which include entire development plans for the project.		
39.	Q:	Please clarify how the public will access the hotel/conference center site. Will the public need to go through any security gates?	Industry Forum	Development Requirement / Traffic/ Access / Circulation
	A:	That goes back to the discussion a little bit earlier about rerouting the fence-line. Fort Detrick is trying to remove impediments from the hotel/conference center site in order to allow free access to the site by the public. We realize that these facilities need to be serving both the greater Frederick community as well as the Army's interest.		
40.	Q:	Please tell me more about the limited utility hookup on the proposed hotel/conference center site?	Industry Forum	Development Requirement /

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	<p>A: Yes. There are government-owned utilities in the area near the hotel/conference center site. There are limited utilities in that area. Currently, there is a six-inch waterline into the hotel/conference center area. The developer would have to determine if that six-inch waterline is adequate for fire protection and other requirements. Secondly, electricity in that area does not have sufficient capacity for the conference center. And thirdly, there is no sewer in the hotel/conference center area. The Nallin Farmhouse is on a septic tank; sewer is about 2,000 feet away. The developer would be responsible for developing any utilities into the hotel/conference center area. There is a privatized natural gas line owned by Washington Gas, and so you would have to contact Washington Gas for any connection for that utility.</p> <p>Over in the Gateway area, all the utilities are available within a very short distance from the Gateway Center location.</p>		Utilities
41.	<p>Q: Is there a possibility for the selected developer to negotiate utilities with Fort Detrick for the hotel/conference center site?</p> <p>A: Yes, we would be willing to negotiate with a developer for utilities for the site. We would also recommend that you talk to the local government utility provider, and then determine the best for the development.</p>	Industry Forum	Development Requirements / Utilities
42.	<p>Q: What is the timing of the Route 15/Motter Avenue interchange improvement? Is there an upgrade plan for the Opposumtown Pike?</p> <p>A: Fort Detrick doesn't want to speak for the state and the county, so we would recommend that you obtain the current and the factual information about the interchange by contacting Frederick County or the State of Maryland about the 15/Motter interchange. You should also contact them to obtain information about any upgrades that might be</p>	Industry Forum	Development Requirement / Traffic / Access / Circulation

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	planned for Opposumtown Pike.		
43.	Q: Will any of this work be set aside for SBA 8(a)-certified firms?	Industry Forum	Solicitation Requirements
	A: The answer is no, because this is not a FAR procurement. Teaming is encouraged, and 8(a) firms can team with other firms to pursue this opportunity. We encourage teaming throughout this process.		
44.	Q: Will the procurement urge minority participation of subcontracting usage?	Industry Forum	Solicitation Requirements
	A: Set asides, again, is not a requirement of this solicitation process. Keep in mind there is a distinction between an EUL solicitation and a FAR procurement. An EUL (enhanced use lease) solicitation is not a contracting action, which would have that kind of criteria. The criteria for this solicitation are listed in the slides that are on page 109 or 110. Information in the final NOL will take precedent over any information discussed at this Industry Forum.		
45.	Q: Can you go into more detail regarding the community relations piece of the NOL?	Industry Forum	Solicitation Requirements
	A: Yes. This question is geared towards Section 1.5.4 of the NOL, and in one of the bullets of the draft NOL it states “to maintain positive relations with communities surrounding the property.” When you look through the entire draft NOL, page 12, which includes Section 9, also covers experience in community relations, and it says the response should be at most five (5) pages of the total 78 pages NOL response. And also on page 18 of the draft document, Section 3.9.9, also addresses “community relations”. Section 9 of the draft NOL relates to offerors’ experience in community relations, and it states “explain their philosophy and specific approach to managing community relations		

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	<p>during the planning, instruction and operation of maintenance of major projects. With respect to projects, you listed on the relevant project experience, describe your experiences in managing relations with the surrounding community.” This is basically asking that you take a look at the previous projects you’ve worked on, during each phase of the project, how you’ve dealt with community relations, bringing that same experience into your solution to this project here, based on your proposed solution.</p> <p>And, if you look on the PowerPoint presentation, page 109 includes the proposal evaluation criteria. Eight factors are identified, beginning with “relevant experience” and ending with experience in community relations.” We expect offerors, as “the experts”, to visit the installation, look at the parcels, and determine what could be developed, what is feasible, what the highest and best use would be, and whether the project would be marketable and get a good rate of return. So you are not penalized if you come in with a creative solution; but, we are looking to you to provide a development that would be compatible with Fort Detrick’s mission.</p>		
46.	<p>Q: Community relations are listed as a second objective of the Fort and Army under Section 1.54, but it didn’t seem to be stressed during the presentations. Can you speak to the existing relationship that the Fort has with the surrounding communities?</p> <p>A: It is important to note that we are surrounded by the community, and so we have tried very hard over the past several years to strengthen our bonds with the community. When we selected the site for the hotel/conference center, it was really to meet the needs of not only the installation but also the community. Our goal was to accomplish this by having the private sector help meet the requirements. We share part of Fort Detrick’s perimeter with Frederick Community College. We are working closely with the Frederick County public school system to work on developing education initiatives that we can partner with</p>	Industry Forum	Solicitation Requirements

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	<p>the technology and the experience and resources that we have at the installation. Our intent is to ensure that we are building the workforce of the future through opportunities that we have available to us.</p> <p>Therefore, when we talk about traffic and we talk about utilities and we talk about building within Frederick County, we're not considering Fort Detrick as an island that is not responsible to the needs of the community. We are trying to meet the needs of the community balanced with the needs of the installation. So, it is important that we remember that we are a big part of the Frederick community, and we are trying to strengthen those ties.</p>		
47.	<p>Q: Please speak to the timeframe for proposals, which is much too short, should be 90- to 120- days.</p> <p>A: This solicitation process is a Request for Qualifications.</p> <p>Please note that for the Fort Detrick Gateways EUL project, there is a question tab on the EUL website. When you are performing your due diligence, and when you're done here at the forum, if you still believe you do not have sufficient time to respond to this solicitation, submit a question to the EUL website for Fort Detrick requesting an extension. The Army will have to meet internally to determine the response to your question, and then we will set the final date on when proposals are due for this EUL opportunity. As it stands right now, the proposal due date is May 7th. But, we encourage you; we want you to have enough time to be properly prepared. If you feel it's not enough time for your to respond, then let us know.</p>	Industry Forum	Solicitation Requirement / Proposal Due Date
48.	<p>Q: When is the proposal due date? Is it due on the 7th?</p>	Industry	Solicitation

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	<p>A: Pursuant to the current draft of the NOL, proposals are due on May 14, 2007.</p> <p>Please remember that the NOL is a “Request for Qualifications”. Therefore, though we refer to “the proposal,” the solicitation is not a “Request for Proposal”. We are not expecting that your proposal response would have everything completely detailed and done 100 percent, with respect to your design, development, and financial plans. There will be a business and leasing phase that is going to be occurring once the development team is selected. Nonetheless, as you prepare your proposal response, we expect that offerors will complete their own due diligence prior to submitting their proposal. The outcome of your due diligence would be your proposed plan of what you believe the EUL project would entail/be developed.</p>	Forum	Requirement / Proposal Due Date
49.	<p>Q: If information presented at the industry forum or in your questions and answers differ from the final NOL, which information is correct?</p> <p>A: The final NOL takes precedence over all other information.</p>	Industry Forum	General
50.	<p>Q: Would you please explain why the laboratory building is to be built on the hotel/conference center site? Please be specific.</p> <p>A: The EUL project is designed to facilitate development of activities for end users who want to be near the NIBC but not necessarily part of it, due to heightened security and restrictions that are associated by this affiliation. By positioning the lab/admin facility outside the installation access control points, we are able to market the lab/admin facility to a larger audience.</p>	Post-IF	Development Requirement
51.	<p>Q: If, during the business plan / lease plan phase of the EUL process, the parties agreed that it would be better to situate the laboratory building adjacent to the Gateway office</p>	Post-IF	Development Requirement

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	building, may that modification to the Army's plan be made?		
	A: No, the laboratory cannot be located adjacent to the Gateway office building, near the NIBC campus area. This EUL project is designed to facilitate development of activities for entities that want to be located near the NIBC, but not necessarily part of the NIBC due to the heightened security and restriction requirements that are associated with this affiliation. By placing the lab/admin facility outside the installation's access control points, the EUL developer will be able to market the space to a larger audience.		
52.	Q: What procedures and processes will the Army use to assure code compliance in the design and construction phases of the work to assure safe and stable structures are being built by the developers? Is there going to be an independent 3rd party review and inspection process as there is in all other private sector development projects? What kinds of compliance and correction of non-compliance process will be followed with EUL developments?	Post-IF	Development Requirement
	A: The Army intends to have the developer utilize an independent third party that is agreed upon during the business and lease plan development phase. Specific details will be laid out in the business and lease plan for all issues regarding compliance, construction, and design.		
53.	Q: This question relates to the Hotel & Conference Center site at FT Detrick - has this project ever been through the NAF process, if so, is there a study that would be available to interested properties?	Post-IF	Additional Information
	A: Yes, in 1996 an NAF process was conducted for a hotel/conference center and golf course site in Area B of the installation. That study was for a different parcel of land, and the information is considered dated and not applicable to this project.		

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54.	Q: Could the Army provide potential bidders with a profile of the potential government users of the hotel so the offering may be properly designed, including: user description, rank, length of stay, pay own or not, will they be accompanied, % of international guests, does the user have individual buy decision rights, amount of travel allowance, will they have own transportation, importance of transportation?	Post-IF	Market Data
	A: As indicated in the Industry Forum, the Army expects users of the hotel to include military personnel, government workers, and civilian contractors working for the government, other non-government workers, and the private sector. It is the bidders' responsibility to conduct the due diligence necessary to capture further profiles of potential government users of the hotel.		
55.	Q: Please indicate the product, service and amenities offering this user requires.	Post-IF	Market Data
	A: As indicated in the Industry Forum, it is the bidder's responsibility to conduct the due diligence necessary to capture the product, service, and amenities offering users will require.		
56.	Q: Could the Army provide potential bidders with current and future demand data generated by the base currently absorbed in the local market?	Post-IF	Market Data
	A: As indicated in the Industry Forum, the demand includes those desiring an accessible location near businesses within the second fastest growing county in the State of Maryland, entities seeking lodging, meeting/conference facilities, office and/or laboratory space within proximity to: NIBC, NCI, educational entities such as Frederick Community College and Hood College, other organizations located at or near Fort Detrick, and the general public. The demand also includes hotel/conference center, office and laboratory providers seeking a location near Fort Detrick workers, residents, and visitors. Finally,		

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		there are tenants who seek laboratory/administrative space. Any other data for current and future demand will be the responsibility of the bidder to determine.		
57.	Q:	What demand affect in annual room nights does Ft Detrick have on the hotel market in Frederick? What % of that demand is at per diem?	Post-IF	Market Data
	A:	Please refer to the response to question #30, above.		
58.	Q:	What affect will the JFTR have on the Army's ability to steer conference room nights to the conference center hotel?	Post-IF	Market Data
	A:	Currently, the Army does not plan to steer any room nights to the conference center hotel.		
59.	Q:	Could the Army provide potential bidders with a "Standard" for the offering it requires for the hotel? World Class is too nebulous, as McDonalds may be a consensus World Class offering, experience or value within its segment and the Ritz Carlton may be World Class within the luxury hotel segment. We suggest the Army describe the standard offering it requests from the industry's universally accepted rating guide AAA which uses a diamond rating system.	Post-IF	Development Requirement
	A:	There is currently no Army rating system for a hotel conference center. It will be the bidder's responsibility to identify the appropriate rating. For further explanation of the Army's intent, please see the answer of to question #17 in the Fort Detrick Gateways Enhanced Use Lease (EUL) Questions and Answers, which can be located at the following internet address: http://eul.army.mil/DetrackGateways/faqs.htm .		
60.	Q:	Does the Army contemplate modifying its solicitation design where it would separate certain portions of the bundled facilities in the RFP pending RFQ results?	Post-IF	Project Concept

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	A: Currently, the Army does not plan on modifying its solicitation design in a manner that would separate portions of the bundled facilities in the RFP pending RFQ results.		
61.	<p>Q: Does the Army have authority to use authorities of the Defense Authorization Act in addition to the Enhanced Use Leasing in its contract design on the present solicitation?</p> <p>A: In accordance with Section 1.1 of the Fort Detrick Gateways EUL Notice of Availability to Lease (NOL), the Fort Detrick Gateways EUL project was approved under the authority of Title 10, United States Code, and Section 2667, as amended. This authority allows for military installations to outlease land and facilities to a private or public entity. Specifically, installations can, among other things: 1) out grant for other types of mission functions; 2) enter into long-term or short-term leases, providing greater flexibility for facility reuse; and 3) receive no less than fair market rental, in cash or in-kind, as consideration for the leased property.</p> <p>The authorities of the Military Housing Privatization Initiative of the Defense Authorization Act are not being used for the Fort Detrick Gateways EUL project; therefore, the Army does not plan to use the authorities of the Defense Authorization Act in addition to the authorities of the Enhanced Use Lease program in its contract design on the present solicitation.</p>	Post-IF	Project Concept
62.	Q: Pending a delay in review or response to questions posed, we request the Army to extend the proposal due date not less than 30-days from May 14th bidders may complete proper due diligence in their response to the solicitation invitation.	Post-IF	Solicitation Requirement / Extension Request

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	A: The Army is not planning to extend the proposal due date. According to Section 3.7 of the NOL (Submission of Applications), offeror proposals are due by 5:00 PM Eastern Time, on May 14, 2007.		
63.	<p>Q: Please clarify and confirm the Army's intended use of the hotel/conference center as it relates to DOD 4165.63-M and the implication of the private offering requirements for minimum standards for military and DOD civilians on travel, temporary duty or relocation. We need to understand the user requirements for the government's use of the facility.</p> <p>Under C5.T1 will the facility need to meet minimum standards for the Commander under his/her authority place government guests in the facility?</p> <p>A: The hotel/conference center facility is not part of the Army's lodging privatization program. Rather, the Army views the hotel/conference center as a privately developed facility, for use by the private sector, while military and other government personnel have the option to use the hotel or not. Therefore, guidelines pursuant to DOD 4165.63-M, the Department of Defense's Housing Management, do not govern how the hotel/conference center should be built. The private developer should consult the appropriate building codes, standards, and guidelines for constructing similar private sector facilities in the Frederick County, Maryland area.</p>	Post-IF	Project Concept
64.	Q: In order to meet the requirements for housing government personnel under C5.1.3.1, please identify what prevailing standard we are to use.	Post-IF	Project Concept

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	<p>A: Guidelines pursuant to C5.1.3.1 of DOD 4165.63-M are not required for the construction of the hotel/conference center. The Army is not guaranteeing government use of the hotel/conference center, nor are government standards being imposed on the facility per se. This does not preclude the government from negotiating a contract with the owner of the private hotel/conference center with respect to usage.</p>		
65.	<p>Q: Will this facility be considered and treated as acceptable transient quarters under 5 U.S.C. 5702 (AAA)? Will it receive or be subject to Certificates of non-availability? How will that affect the governments intended use of the facility? Can the Army provide a 3-year history by month of CNAs?</p>	Post-IF	Industry / Market Information
	<p>A: The hotel/conference center is to be built for ownership and operation similar to a private sector facility located in downtown Frederick, Maryland; therefore, there will be no guarantee of government usage, nor will any government building or usage standards govern how the facility will be built or managed.</p> <p>Similar to treatment of any private sector hotel in the Frederick, Maryland area, the Army cannot make the determination as to whether the hotel will be subject to Certificates of Non-Availability by any military or other governmental agency.</p> <p>Please note that the government has no “intended use” of the hotel. Rather, the Army is making available 20-acres of land for lease at Fort Detrick for a private developer to develop a private sector hotel / conference center, and administrative offices and laboratory space. The target market for these uses is the surrounding community in Frederick, Maryland, which includes the private sector, and potentially organizations located at or supporting activities at Fort Detrick. See also the response to question #30.</p>		

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66.	Q: For government travelers attending training or conferences at the hotel/conference center how will C5.1.3.5 please describe the affect “acceptability standards” for lodging potential eligible guests and the product and service standards and requirements for potential bidders.	Post-IF	Project Concept
	A: Because the hotel / conference center will be privately owned and operated as similar facilities in downtown Frederick, Maryland, Section C5.1.3.5 of the Housing Management guidelines is not applicable to this EUL project.		
67.	Q: How will C5.1.3.11 affect the contractor of the hotel/conference center?	Post-IF	Project Concept
	A: Because the hotel / conference center will be privately owned and operated as similar facilities in the market, the developer will be subjected to normal operational risks and rewards of the private sector industry. Potential offerors should consider these risks and rewards as they perform their market due diligence and develop their proposal responses.		
68	Q: Under 10 U.S.C. 2856 (fff) will construction of the hotel/conference center be required to meet DoD4270.1M and MIL-HNBK-11900?	Post-IF	Development Requirement
	A: The developer of the hotel/conference center will not be subject to military standards when developing the facility. Rather, the developer is to build the facility in accordance with appropriate building codes, standards, and guidelines used for similar privately owned and developed facilities in the Frederick County, Maryland market. Nonetheless, during the Business and Lease Plan Development phase, the selected development team may elect to follow certain DoD guidelines at the development team’s discretion. The Fort Detrick Gateways solicitation does not require use of such guidelines.		

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